

SESSION 1

**KICKOFF** WEDNESDAY, JANUARY 22 | 8AM – 6PM

LOCATION: TEK MOUNTAIN

Check In –  
Breakfast &  
Professional  
Headshots

Understanding  
Communication  
Styles Through  
The Forté Institute

Goal Setting  
for the Year

Benefits  
of Peer  
Mentoring

Social Hour with  
WILMA Leadership  
Institute Alum

**NAVIGATING DIFFICULT  
CONVERSATIONS**

WEDNESDAY, FEBRUARY 26 | 8AM – 1PM

SESSION 2

- Julie Wilsey, Director of ILM airport; Lisa Leath, President of Leath HR Group; and Ruth Smith, President of R2S3 will talk about team effectiveness and reducing unnecessary conflict in the workplace.
- Lunch with nCino Executives

LOCATION: NCINO

**THINKING STRATEGICALLY**

WEDNESDAY, MARCH 25 | 8AM – 1PM

SESSION 3

- Chip Mahan, founder and CEO of Live Oak Bank will share his experiences taking chances, reaching goals and finding opportunities to be more proactive.
- Lunch with Live Oak Bank Executives

LOCATION: LIVE OAK BANK

**INFLUENTIAL LEADERSHIP**

WEDNESDAY, APRIL 22 | 8AM – 1PM

SESSION 4

- Natalie English, President & CEO of the Wilmington Chamber of Commerce and Tracey Newkirk, Owner & Business Consultant of u-nex-ol, talk about building connections in Wilmington.

LOCATION: WILMINGTON CHAMBER OF COMMERCE

**MANAGING TEAMS**

WEDNESDAY, MAY 20 | 8AM – 1PM

SESSION 5

- NHRMC CEO John Gizdic and members of the hospital's leadership team will talk about strategies for successful teams.
- Lunch with NHRMC Executive Team lunch

LOCATION: NEW HANOVER REGIONAL  
MEDICAL CENTER

**SELLING SKILLS & TECHNIQUES**

WEDNESDAY, JUNE 24 | 8AM – 1PM

SESSION 6

- Marty Fukuda, N2 Publishing, an Inc. 5000 honoree, will talk about how to make effective pitches and essential selling principles that can be used in any career path or situation.

LOCATION: TBD

**NEGOTIATION TECHNIQUES**

WEDNESDAY, JULY 22 | 8AM – 1PM

SESSION 7

- Session leaders will cover how to analyze your audience, creating your influencing style and key strategies for any type of negotiation.

LOCATION: TBD

**PUBLIC SPEAKING**

WEDNESDAY, AUGUST 19 | 8AM – 1PM

SESSION 8

- Michael Smith, performance coach, will talk about improving your public speaking skills and ways to communicate effectively in the workplace.

LOCATION: TBD

**GRADUATION**

WEDNESDAY, SEPTEMBER 16 | 8AM

SESSION 9

- Wrap-up session for the year
- Graduation lunch with guests and WILMA's Women to Watch Network honoring the 2020 WLI Class.

LOCATION: TBD

\* EACH SESSION INCLUDES A PEER ADVISORY BOARD MEETING

The program also includes a giveback project with Girls Leadership Academy of Wilmington

\* AGENDA SUBJECT TO CHANGE